

Message Text

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ACTION AF-05

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /013 W

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R 191515Z AUG 74

FM AMEMBASSY DAKAR

TO USDOC/WASHDC

INFO SECSTATE WASHDC 8123

UNCLAS DAKAR 4662

EO 11652: NA

TAGS: BEXP, SG

SUBJ: DAKAR INTERNATIONAL FAIR

ALSO POUCHED TO AMCONSULS IZMIR AND THESSALONIKI AND AMEMBASSY
ATHENS

REF: A. STATE 159436

B. DAKAR 4172

C. IZMIR 218

USDOC FOR BOB VIGNEAULT (SPECIAL ACTIVITIES DIV) AND ROD
RYOLUN (BIC/OIM/AF)

1. LOCAL REP PIPER AIRCRAFT COMMITTED 1 INTERIOR BOOTH
PLUS 50 METERS EXTERIOR SPACE. PLANS DISPLAY SMALL AIRCRAFT
OUTSIDE.

2. EMBASSY HAS RECEIVED LETTER OF COMMITMENT FROM GTE TELE-
COMMUNICATIONS AFRICA SALES OFFICE IN MILAN. PARTICIPATION AGREE-
MENT MAILED TO THEIR LAGOS OFFICE FOR SIGNATURE PER THEIR REQUEST.

3. SNAP-ON TOOLS BEIRUT OFFICE WROTE EMBASSY ANNOUNCING
"TENTATIVE PLAN" TO PARTICIPATE, ASKING CLARIFICATION OF FEW
POINTS, AND REQUESTING PARTICIPATION AGREEMENT. EMBASSY RES-
PONDED AUG 7 AND AWAITS SIGNED PARTICIPATION AGREEMENT FROM
BEIRUT.

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4. TACOMA BOATBUILDING CO. (TACOMA, WASH) WROTE TO EMBASSY FOR DETAILS. EMBASSY RESPONDED JULY 15 TO CHUCK ADCOCK WHO IS IN CHARGE SALE 3 TUNA BOATS TO SENEGAL. REQUEST COMMERCE CONTACT ADCOCK TO DETERMINE HIS INTEREST AS EMBASSY HAS BEEN LED TO BELIEVE TACOMA IS EXCELLENT PROSPECT.

5. SEAGRAMS REP JAKE SCOTT CURRENTLY ON VACATION BUT PRIOR HIS DEPARTURE HE INDICATED SEAGRAMS ALMOST CERTAIN PARTICIPATE COMMERCE COULD CONTACT SEAGRAM'S JON SILVERMAN (TEL 572-7000) FOR CONFIRMATION.

6. LOCAL REP FOR AMANA (MR PUCHEMAILLE) CURRENTLY TRAVELING IN US WHERE HE WILL MEET AMANA OFFICIALS TO DISCUSS SITUATION. REQUEST COMMERCE CONTACT BEN DOUGLAS, PRESIDENT AMANA REF- RIGERATION INTERNATIONAL (TEL 319-622-5511).

7. PAN AM REPORTS INTEREST. LOCAL MANAGER RETURNS AUG 20 AND WILL MEET WITH HIM THEN TO CLARIFY SITUATION.

8. OTHER FIRMS HAVE CONTACTED REGIONAL OR HOME OFFICES FOR APPROVAL AND AWAITING DECISION. THESE INCLUDE: IBM, NCR, BURROUGHS, WESTINGHOUSE, SINGER, KODAK, INTERNATIONAL HARVESTER, GE, HONEYWELL BULL, HOTPOINT, MASSEY FERGUSON, AMPEX, COLGATE-PALMOLIVE, AND OUTBOARD MARINE CORP. LOCAL OFFICES OF ABOVE HAVE INDICATED THEY FAVOR PARTICIPATION BUT NEED HOME OFFICE AUTHORIZATION TO COMMIT THEMSELVES. COMMERCE MIGHT CONTACT THESE FIRMS TO DETERMINE CURRENT SITUATION.

9. CATERPILLAR, ALLIS CHALMERS, AND CARRIER REPS. (LARGE FRENCH IMPORTERS) STILL PLANNING EXHIBIT US MATERIAL IN GENERAL DISPLAY. PERHAPS PRESSURE FROM US FIRMS COULD BRING THEM INTO US EXHIBIT BUT OUR LOCAL EFFORTS UNSUCCESSFUL.

10. TEXACO, ESSO, AND MOBIL STILL TALKING OF PARTICIPATION IN INDUSTRY WIDE EXHIBIT BUT FROM DISCUSSION WITH FAIR OFFICIALS THIS DOES NOT APPEAR CERTAIN-NO SPACE RESERVED. BELIEVE IT MAY STILL BE POSSIBLE TO BRING THEM INTO US EXHIBIT IF INDUSTRY EXHIBIT UNCLASSIFIED

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DOES NOT GET OFF GROUND SOON. AT THAT TIME MAY CALL ON COMMERCE TO CONTACT HOME OFFICES.

11. DEPT MAY WISH TO CHECK WITH GOS AMBASSADOR COULBARY TO KEEP HIM INFORMED OF SITUATION.

12. FOR SLIWICKI. DETAILED CONSTRUCTION ESTIMATES FROM TWO PROSPECTIVE CONTRACTORS SHOULD BE AVAILABLE THIS WEEK. LANGUAGE

PROBLEMS HAVE SLOWED PROCESS. WILL CABLE FIGURES TO SLIWICKI ON
RECIEPT.

13. FAIR AUTHORITIES REQUESTING FULL PAYMENT OF SITE RENTAL COSTS.
PLEASE ADVISE IF ADVANCE FROM COMMERCE FUNDS POSSIBLE.
AGGREY

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